

Join Us Friday at 10am CT - Call (218) 548-9402, Code 327887225#



Fast Track Newsletter

Leadership Teams - 3rd Call in the Series This Friday

If you've been following our Leadership Team Series, you know we've already covered some of the basic building blocks for your team's success. The foundation starts with planning so you know exactly HOW to lead your chapter during your term. That planning serves your chapter best when it's linked to where your chapter is in the Chapter Life Cycle. *These essential elements help you create a winning team!*

This Friday is the last call in our series and is focused on how to build your Business Team. We say team for a reason, because teams always outperform groups of individuals.



When your chapter is a team, you can work together to grow strategically and make your chapter a well-oiled machine!

If you've missed the previous two calls in the Leadership Team Series, no worries - you can still catch up.

For the call on planning, [click here to listen](#) and [click here](#) for the handout. For the call on Chapter Life Cycle, [click here to listen](#) and [click here](#) for the handout.

Follow these basic steps and empower your Leadership Team to create the right plan to help your chapter this fall and beyond. Join us on the call Friday for more -- LIVE!

Call Details - Fast Track Friday This Week

Date: Friday, October 13

Time: 11am Eastern, 10am Central, 9am Mountain, 8am Pacific

Call-In Number: (218) 548-9402

Access Code: FASTTRACK#
(327887225#)



TIP OF THE WEEK

Simple Elements of Winning Teams

Do you know the key element of winning teams? Once they have their playbook, they practice, practice, practice.

So, let's take this concept into your chapter...

Do you and your chapter have a playbook that details HOW to win at BNI?

(Hint: For many chapters, Fast Track has provided that playbook.)

And once you've all agreed upon the same rules and the same plays, do you practice together regularly and get better at the fundamentals of the game, or do you just "wing it"?

If you have those two elements down, then the next step (and really the "secret sauce") is for the Leadership Team to COMMUNICATE with chapter members frequently.

You know how it is when you're on a team -- your coaches communicate with you constantly, encourage you and help you improve. It's motivating, and it helps you feel

like the leadership "has your back"! They'll tell you what you need to know when you need to know it, so you can show up and do your best for the team.

When you're starting out on the Leadership Team, the first step in communication is to get members engaged.

Here's an easy way to start that with 2 simple questions. Find out from members:

1. What's working well for them in the chapter.
2. What isn't working so well.

These two questions provide you with both the upside and the areas for improvement. And the extra benefit is the members *feel heard*, which has an often overlooked benefit for getting people engaged.

Some chapters even have one meeting where they get sound bites from members in these two areas during the EC moment. Then your planning can always address what isn't working well and celebrate what is. *Easy Peasy!*

Playbook + Team Practice + Communication = Winning Chapter Culture!

Happy Networking!



Flynn & Sara

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